

Message Text

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ACTION COME-00

INFO OCT-01 EUR-25 ISO-00 DODE-00 EB-11 NSAE-00 RSC-01

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FM AMEMBASSY BUCHAREST

TO SECSTATE WASHDC 7880

INFO AMEMBASSY BRUSSELS

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EO 11652: N/A

TAGS

SUBJECT: SALE OF HELICOPTERS TO ROMANIA: NEW INQUIRY FOR
AGRICULTURAL AIRCRAFT

1. DURING CALL MADE AT ROMANIAN INITIATIVE ON FOREIGN TRADE ORGANIZATION TEHNOIMPORT, DEPUTY DIRECTOR ATANASIU BROUGHT UP MATTER OF NEW ROMANIAN INQUIRY FOR SMALL AGRICULTURAL HELICOPTERS. APPARENTLY, ROMANIANS HAD MADE PRELIMINARY STUDY OF AVAILABLE AIRCRAFT AND HAD COME TO CONCLUSION THAT ONLY BELL HELICOPTER OFFERED THE AIRCRAFT CLOSEST TO REQUIRMENTS LAID DOWN BY MINISTRY OF AGRICULTURE. ATANASIU APPROACHED THE SUBJECT WITH SOME UNEASINESS SINCE OTHER MAJOR HELICOPTER CONTRACT FOR 100 MEDIUM-SIZED MACHINES HAS NOT YET BEEN AWARDED, AND BELL HELICOPTER, WHICH HAD BEEN ONE OF THE US FIRMS REQUESTED TO SUBMIT BIDS FOR CONTRACT, WAS DROPPED FROM THIS COMPETITION BY ROMANIANS.

2. ACCORDING TO ATANASIU, AN INITIAL FEELER WENT OUT TO BRUSSELS OFF OF BELL, BUT NO RESPONSE RECEIVED SO FAR. TEHNOIMPORT ASKED OUR ASSISTANCE IN BRINGING THIS NEW INQUIRY TO ATTENTION OF BELL, FORT WORTH.

3. INQUIRY IS FOR 50 SMALL HELICOPTERS FOR AGRICULTURAL USE; SOLD EITHER DIRECTLY OR, PREFERABLY, THROUGH COPRODUCTION TYPE ARRANGEMENT. SPECIFIC USE WOULD BE FOR SPRAYING OF CROPS, ESPECIALLY GRAPES, WHERE HELICOPTERS HAVE PROVED MORE EFFICIENT

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IN DISTRIBUTING PESTICIDE BECAUSE OF GROUND AIR DISTURBANCE

EFFECT OF HELICOPTERS AT LOW ALTITUDE.

4. GOR OFFICIALS ESTIMATED VALUE OF CONTRACT AT APPROXIMATELY
\$3 MILLION.

5. REQUEST COMMERCE APPROACH BELL HELICOPTER, FORT WORTH,
TEXAS TO DETERMINE LEVEL OF INTEREST. OUR CONTACTS DURING
PREVIOUS NEGOTIATIONS WERE V. H. (DICK) HUNT, GENERAL MANAGER,
BELL, BRUSSELS, AND MR. ATKINS, PRESIDENT, BELL HELICOPTER,
FORT WORTH.
MARTENS

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Message Attributes

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